



## Comments

More evidence is accumulating to show that the average cost of producing feeder calves and yearlings is increasing this year. New government projections put the cost to about \$98.19 per cwt. for 1981. That's about as close to a \$100 bill as those government calculators could make it for the year. The \$98.19 figure compares to an average cost of \$85.27 per cwt. to produce feeder calves last year.

Even with the higher production costs, gross returns to the cow-calf producer are expected to also be up this year—perhaps as much as 17% to \$108.85.

As you may recall, the government used optimistic projections for fed cattle prices during 1981 to project substantial feedlot returns. One government feedlot economist told Western Livestock Journal this week they still project that the average cattle feeder will be ahead by 45 cents for each 100 lbs. of beef sold in 1981.

Cattle feeders and stockmen who have sold cattle at depressed prices since those optimistic government projections for fed prices are far less sure of the 1981 outlook. Moreover, many of these feeders and stockmen still believe the average days on feed must be cut substantially if the feedlot business is to return to long-range profitability.

Meantime, cow-calf producers apparently will do slightly better than last year and better than many government economists were predicting. Net returns on the ranch are now projected to increase to \$0.66 per cwt. That's a 22% increase from 1980. After paying direct costs, ranchers can expect an 11% increase in returns to about \$40.63 this year, up from \$36.41 in 1980. This, remember, is an average for all types of cow-calf operations. Shortrun cost of producing feeder cattle is about double for operations with fewer than 100 head cows as it is on ranches with 1000 cows.

Those figures seem to suggest the government's calculation that feedlot gains are still more profitable than range feeding may not hold up to public scrutiny.

Whether the government figures on feedlot and range feeding are raw or cooked, stockmen are entitled to see what the Feds see and to make up their own minds about how well the government economists are doing. Both stockmen and feedlot operators must recognize, however, that in 1981 the government's figures are not the final word on the cattle industry's creaky financial structure.

GLEN RICHARDSON



**NEUTRAL TO FRIENDLY**—Cash cattle prices should continue to be strong for the next 30 to 60 days, said an analyst with the Victoria Co., after the USDA released its 23-state cattle-on-feed report. The report, considered neutral to friendly by analysts, said there were 9.78 million head of cattle on feed in the 23 states, the lowest April 1 figure since 1975.

## FDA hearings wrapping up; judge delays DES decision

Most of the preliminary hearings have been held on the use of diethylstilbestrol (DES) after it was banned, while the decision in a Wichita-based trial on DES-implemented meat has been delayed until May 8. Food and Drug Administration and court officials said.

Reports CNS, a decision on the fate of 273 beef carcasses made from cattle implanted with DES after the ban, is expected by District Judge Patrick Kelly May 8, a court spokesman said. No action has been taken in a similar case in Amarillo, Texas, a court clerk said.

Meanwhile, the preliminary hearings are being held to allow firms accused of using DES after an Oct. 31, 1979, ban, an opportunity to state why the FDA should not seek prosecution.

Only one hearing, involving several firms, remains to be held in the Kansas City region, Joe McDonald, an FDA spokesman, said. This hearing will be delayed until a possible conflict of interest concerning the

lawyers involved is resolved, McDonald said.

All of the hearings have been held or firms have responded to the FDA in the Dallas region, according to Robert Hatfield, FDA compliance officer for the region.

FDA's lawyers have refused to release information on the status of any of the DES cases because of the possibility of compromising the cases, Bill Rados, FDA press spokesman, said.

### Lightest snowpack on record:

## Western water outlook dim; shortage expected

One of the lightest snowpacks ever recorded in the U.S. western mountain watersheds probably will cause short water supplies in some western states this summer, according to a forecast released by the USDA and the National Oceanic and Atmospheric Administration, reports CNS.

In Arizona and California, runoff is expected to be below normal, but reservoir storage is adequate for most

needs, USDA said.

Snowpack in the Pacific Northwest also is very low. In Oregon, snowpack in the Cascade Mountain Range is the lowest on record, and runoff will be well below normal, USDA said. However, in Washington, reservoir storage is adequate to supplement poor runoff.

Snowpack in Wyoming, Montana, Utah and Idaho also is lower than normal, and water supplies will depend on reservoir access.

## Disposal methods fuel spread of pseudorabies

In an increasing number of cases, pseudorabies outbreaks in swine are spreading to cattle on farms because swine that die from the disease are improperly disposed of, USDA officials said recently.

Reports CNS, James Downard, senior staff veter-

inarian for swine diseases at USDA's Animal and Plant Health Inspection Service, said livestock producers can help stop the spread of pseudorabies on their farms by sending dead animals to rendering plants, incinerating or burying them properly.

# WESTERN LIVESTOCK JOURNAL

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News • Trends • Sales • Shows • Markets

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### Lowest number since '75

## Cattle on feed figures down

There were 9.78 million head of cattle and calves on feed as of April 1, four percent less than a year earlier, the USDA said in its recent 23-state cattle-on-feed report.

USDA said the April 1 C-O-F figure for the 23 states was the lowest April 1 figure since 1975, reports CNS.

During the January through March quarter, 5.15 million cattle and calves were placed on feed, one percent fewer than in the first quarter of 1980 and 12% fewer than during first quarter 1979, USDA said. Fed cattle marketings during the first quarter of 1981 totaled six million head, down two percent from the same quarter 1980 and

down 11% from first quarter 1979.

USDA said the April 1 C-O-F inventory included 6.58 million steers and steer calves, down three percent from a year earlier and 3.13 million heifers and heifer calves, down six percent from April 1, 1980. The cattle on feed on April 1 were 67% steers and steer calves, unchanged from the April 1, 1980 percentage.

USDA said cattle feeders expect to market about 5.54 million head of cattle during the April through June quarter this year. That would be two percent less than the number marketed during the second quarter of 1980, USDA said.

In the seven states that report cattle-on-feed figures monthly, the total number on feed as of April 1 was 8.84 million head, four percent fewer than a year earlier and 14% less than in April 1979.

Placements in the seven states during March were 1.37 million head, up four

percent from a year earlier but 14% below March 1979 placements. Fed cattle marketings in the seven states during March were 1.54 million head, four percent more than in March 1980 but nine percent less than in March 1979, USDA said. USDA said first quarter 1981 marketings in the seven states were 4.60 million head, five percent less than in first quarter 1980.

Marketings was the most positive figure in the 23-state cattle-on-feed report, which was considered neutral to friendly overall, according to analysts contacted by CNS.

The marketing figure, at 98% of a year ago, was slightly above most analysts' expectations, which averaged 96.7%. This indicated that although fewer cattle than a year ago were marketed in January and February, a larger number of cattle were sold during March and the industry has

(Continued on page 2)

## Plans underway for partial embargo lift

**BULLETIN:** As we go to press, President Reagan is expected to announce a partial lifting of the grain embargo against the USSR. Watch for a complete summary and analysis in next week's WLJ.

U.S. President Ronald Reagan has tentatively decided on a partial lifting of the grains embargo against the Soviet Union as a result of the easing of tensions in Poland, CBS news reported recently.

CBS correspondent Leslie Stahl reported White House officials are planning "a phased lifting with built-in incentives designed to encourage the Soviets to behave themselves over Poland."

According to UCN, CBS reported the Soviets will be allowed at first to purchase additional wheat and soybeans. But more corn purchases will not be permitted because drought-ridden corn farmers are "not confident they will have a normal crop."

The network said government lawyers are now working on developing new export licenses to accommodate the limited grain sales to the USSR.

The Soviet Union will not immediately enter the U.S. grains market when the partial grains embargo is lifted, U.S. exporters said.

The embargo has placed the U.S. firmly in the role of residual supplier to the USSR and the lifting of it will not restore the U.S. to its former role as the USSR's main grain sup-

plier, they said.

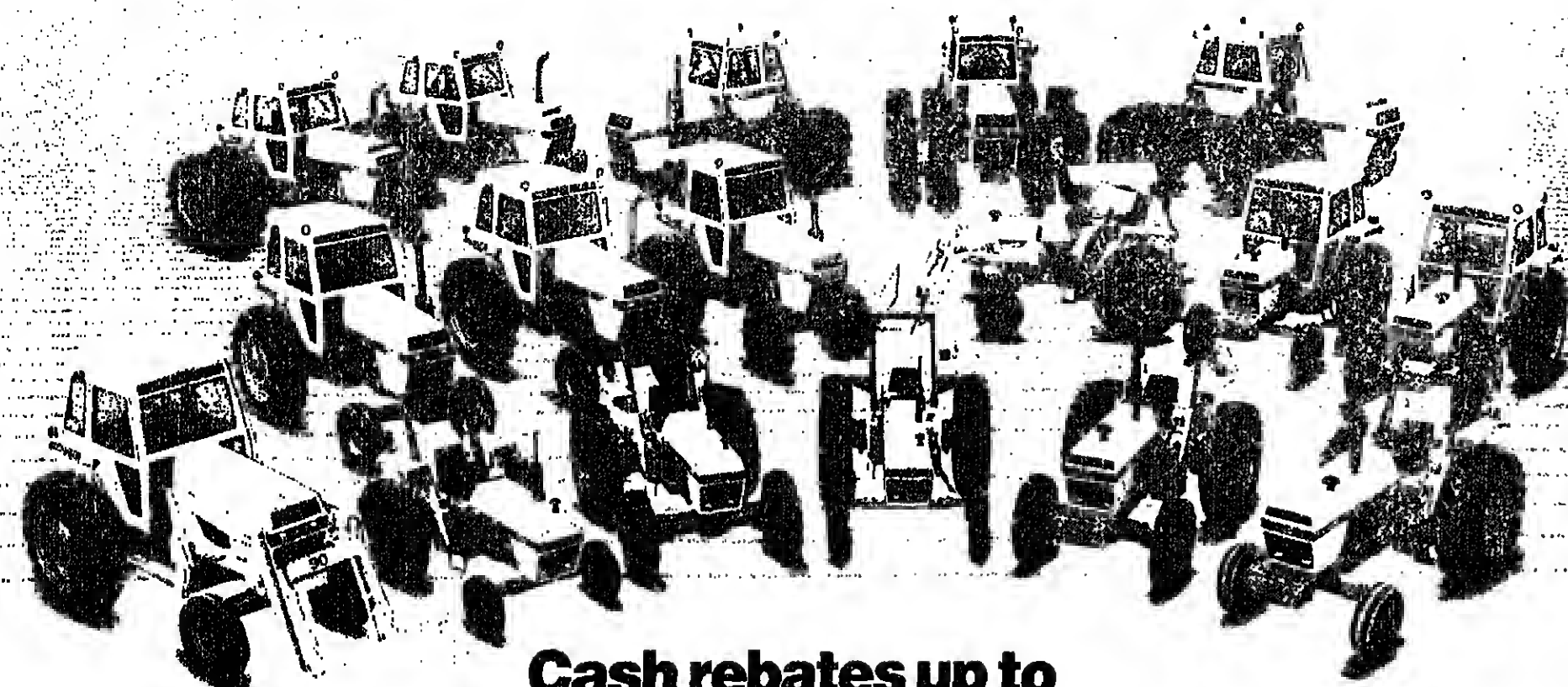
The Soviet Union will likely wait until a new long-term grains agreement is in place before any commitments for U.S. grains are made, exporters said. The current agreement expires Sept. 30.

Although exporters do not expect an immediate surge in U.S.-USSR trade, a rapid increase of sales to the

(Continued on page 2)

NEWSPAPER (priority handling)

NEWSPAPER (priority handling)



## Cash rebates up to

## on new Case farm tractors purchased between April 1, and May 31, 1981.

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"Well, this is it, we have to rob a bank or steal a feed store!"

## California symposium to be held one week later

The 13th annual California Livestock Symposium will take place at Fresno Fairgrounds on June 4 and 5. Guilan Martin, managing director of the international event announced recently.

"This will be one week in the year later than the first twelve symposiums," said Martin. "We are delaying it a week to eliminate possible conflict with the parimutuel horse races scheduled at the same site."

Bank of America sponsors the California Livestock Symposium.

Chairman of the board of the event is George Strathairn, Mariposa, Calif. Other board members are: Richard Crow, Denver, Colo.; James Anderson,

Oakland, Calif.; Vance L. Clark, Fresno; Gene Egan, Fresno; Douglas Medlock, Riverside; Floyd Myers Marsh, Williams; Kenneth McNamee, Bakersfield; Joseph Mendithur, Oildale; Tom Remington, Calexico; Rich Ramierez, Sacramento; Tom Sawyer, Waterford; William Silveira, Tulare; Peter Vander Pool, Chino; and Bill Verdugo, Clovis.

A crowd of more than 6,000 persons from livestock raising areas of North America, South America, Europe, Asia, Africa and Oceania is expected to attend. There is already heavy booking of reservations from numerous foreign nations, Martin said.

The symposium features full programs using live animals, with demonstrations by professionally outstanding speakers who are experts in beef, dairy, ewine, sheep and horse production.

Newly appointed Assistant Secretary of Agriculture C.W. "Bill" McMillan will make his first public appearance in his home state since his appointment when he addresses the spring meeting of the Mountain/Plains Meat Club, Denver, Colo., May 14.

McMillan was appointed Assistant Secretary of Agriculture for Marketing and Transportation Services by President Ronald Reagan Jan. 30, and confirmed by the U.S. Senate March 17. He had been vice president for government affairs for the Denver based National Cattlemen's Assn. (NCA) before his appointment.

McMillan will speak at the meeting in the National Western Club on Denver's National Western Stock Show grounds, Thursday, May 14. The dinner meeting begins with cocktails at 6:30 p.m. Mountain/Plains Meat Club is an informal organization made up of all segments of the red meat industry and other interested people. There are no membership dues and the public is invited.

McMillan was born at Fort Collins, Colo., and graduated from Colorado State University. He served as a county agent and a faculty member at CSU

before becoming division head for research at Swift & Co., Chicago, in 1959. He joined the American National Cattlemen's Assn. in 1959. The organization merged with National Livestock Feeders Assn. to form NCA in 1977.

Attendance at the May 14 meeting is by reservation only. A handy reservations coupon appears on page 2 of this week's Western Livestock Journal.

Walter Dennis has joined the WLJ sales staff as a livestock advertising associate. Dennis, with widespread experience in the livestock publishing field, will work with WLJ's field editors in developing advertising for the Journal.

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## Obituaries

### NEILSKAU, JR.

Neil Skau, Jr., a one-time market editor for Western Livestock Journal and former executive vice president of the Colorado Cattle Feeders Assn. is dead at 60.



Neil Skau, Jr.

Skau was the livestock market editor for the old Chicago Daily O'Leary Journal, a position he held for nearly 25 years before moving to the same position with Western Livestock Journal.

He returned to Colorado from Western Livestock Journal's California office in 1960 to become executive secretary and later executive vice president of the Colorado Cattle Feeders Assn. He retired from that

position in 1977. He is survived by his wife Emma; two daughters, Pauline Graven and Juliette Krosch; two sons, Neil III and Mark; two granddaughters; and one grandson. All live in the O'Leary, Colo. area.

## Plans underway

(Continued from page 1)

USSR from the European Economic Community, South Africa and other countries with surplus grain supplies is likely, they said. When the U.S. lifts the embargo, other countries "will let go of their past (trade) restrictions" with the USSR, one exporter said.

Some exporters also said other importing countries would not rapidly increase purchases of U.S. grain in anticipation of U.S. grain price increases or a shortage of grain supplies, resulting from a lifting of the embargo.

## Cattle on feed figures down

(Continued from page 1) now "reached a hole," they said.

Also, the 23-state report indicated that a substantial number of cattle were marketed outside the seven-state during the first quarter, said Tom Tippens, a professional cattle consultant analyst.

This report simply confirmed what the recent increases in cash cattle prices have indicated—that present supplies of fed cattle are tight, Tippens said.

Greg Schimkat, an analyst with the Victorio Co., said that considering the weight breakdown figures in this report, cash cattle

prices should continue to be strong for the next 30 to 60 days.

In the weight-breakdowns Schimkat said, the number of boifers in the 700- to 900-pound category are five percent above a year ago. Those heifers will be marketed with the steers in the 900- to 1099-pound category, which are seven percent below a year ago.

Although the 700- to 899-pound steer category is four percent above a year ago, these cattle will be sold at the same time as the heifers weighing 500 to 699 pounds, which total 11% below a year ago, Schimkat said. So, the categories offset each other.

According to the head count of the weight breakdown, the number of cattle

ready for market will be reaching market weight at a more even flow than normal through the second quarter, said Dick Hummel, Farmers Grain and Livestock analyst.

The placement figure, which indicated a substantial number of cattle were placed on feed during March, could be considered negative for August through October, said Joe Kropf, Livestock Business Advisory Services, Inc., analyst, and placements are expected to be large for April, also.

Some cattle feeders were bullish in the August market, Kropf said, and placed 700- to 900-pound feeders.

## Market Roundup:

# Diverse market on rollercoaster route

THE RECENT STEADY UP TREND in dressed beef prices came to an abrupt halt last week as choice steer prices plummeted three to four dollars per cwt. at the close. Cash cattle prices topped the "magical" \$70 per cwt. mark in several central states earlier in the week, but barely held their own through last week's beef price decline. The National Provisioner quoted choice YU-3 steer carcasses weighing 500-600 lbs. at \$98.99 per cwt.

There are two strongly opposing schools of thought about Tuesday's price decline. Those still bullish on the cash cattle and beef markets predict beef prices will recover fully to \$102 or higher.

The analysts following this line of thought said packers are "playing" with feedlots to prevent cattle feeders from becoming too bullish and holding cattle back for even higher prices—\$75 per cwt.

The packers gambled, because the higher dressed beef prices also encouraged higher cash cattle prices. The gamble did not pay off, because boxed beef, in which most of the packer-to-packer traded beef went, did not follow.

Thus, the more bearish side contends, even if beef recovers to \$102, packers will still be losing money on the boxes.

And finally, if the market's rollercoaster route wasn't enough, the 23-state cattle-on-feed report released last Monday was "disappointingly neutral" according to many analysts. It resulted in no sound price direction.

**OKLAHOMA CITY STEERS MD.** frame #1 363-392 lbs. \$84.88-25; 400-500 lbs. \$73.80-50; 500-600 lbs. \$67.74-75; 600-700 lbs. \$58.80-11; 700-800 lbs. \$66.75-89; 800-1050 lbs. \$61.30-65.61. Heifers md. frame #1 368-390 lbs. \$70.25-75; 400-500 lbs. \$63.68-50; 500-600 lbs. \$61.50-64.25; 600-700 lbs. \$61.75-64.01. Amarillo steers md. frame #1 300-400 lbs. \$65.88-8; 400-500 lbs. \$61.25-75.50; 500-600 lbs. \$70.25-71.75; 600-700 lbs. \$61.50-70; 800-900 lbs. \$65.88; 900-1050 lbs. \$61.50-70; 1050-1200 lbs. \$61.50-70. Heifers md. frame #1 300-400 lbs. \$61.50-70; 400-500 lbs. \$61.50-70; 500-600 lbs. \$61.50-70; 600-700 lbs. \$61.50-70; 700-800 lbs. \$61.50-70; 800-900 lbs. \$61.50-70; 900-1050 lbs. \$61.50-70; 1050-1200 lbs. \$61.50-70. Heifers md. frame #1 300-400 lbs. \$61.50-70; 400-500 lbs. \$61.50-70; 500-600 lbs. \$61.50-70; 600-700 lbs. \$61.50-70; 700-800 lbs. \$61.50-70; 800-900 lbs. \$61.50-70; 900-1050 lbs. \$61.50-70; 1050-1200 lbs. \$61.50-70.

**COLORADO STEERS MD.** and lg. frame #1 300-400 lbs. \$81.50-90.25; 400-500 lbs. \$74.85-50; 500-600 lbs. \$71.25-78.25; 600-700 lbs. \$66.72; 700-875 lbs. \$65.70. Heifers md. and lg. frame #1 300-400 lbs. \$67.74-50; 400-500 lbs. \$64.73; 500-600 lbs. \$64.70-25; 600-725 lbs. \$63.67. Wyoming, western Nebraska, southwestern South Dakota steers md. frame #1 300-400 lbs. \$82.25-83.75; 400-500 lbs. \$78.85-75; 500-600 lbs. \$69.90-76.60; 600-700 lbs. \$67.80-74.30; 700-800 lbs. \$67.70-20; 800-850 lbs. \$66.50-69.90. Heifers md. frame #1 300-400 lbs. \$69.75-73.25; 400-500 lbs. \$67.73; 500-600 lbs. \$63.25-73.50; 600-700 lbs. \$60.50-65.50; 700-800 lbs. \$62.40-66.40; 800-900 lbs. \$62.30-62.50. Montana steers md., few lg. frame #1 575-600 lbs. \$70-72; 600-650 lbs. \$68.50-70; 700-800 lbs. \$66.68-75; 800-900 lbs. \$65.66. Heifers md., few lg. frame #1 600-700 lbs. \$62-65. California md. frame #1 steers 300 lbs. \$84; 425-500 lbs. \$75-78; 700-750 lbs. \$68-70. Heifers md. frame #1 300 lbs. \$73; 400-475 lbs. \$64-65; 600 lbs. \$64-50; 650-700 lbs. \$61.50-64. Washington, Oregon, Idaho steers md., few lg. frame #1 300-500 lbs. \$75-81.50; 500-600 lbs. \$72.25-78; 600-700 lbs. \$69.75-73.50; 700-825 lbs. \$68.50-71.70. Heifers md. and lg. frame #1 300-500 lbs. \$64-68; 500-600 lbs. \$62.75-67.25; 600-800 lbs. \$61.50-66.25.

**IDAH0 SLAUGHTER STEERS** good to mostly choice 2-3 1100-1150 lbs. \$66.75-68. Heifers good to mostly choice 2-3 900-1000 lbs. \$63-64.50. Western Kansas slaughter steers 2-4 1000-1250 lbs. \$65.75-68; choice with end good \$65-67. Holsteins \$61-64. Heifers choice 2-4 925-1050 lbs. \$63-65.75; choice with end good \$62-65; 975-1050 lbs. Heiferettes \$63-64; mixed good, to choice 975-1175 lbs. \$57-59. Arizona slaughter steers good to mostly choice 2-4 1025-1030 lbs. \$71; mixed good and choice 2-4 975-1050 lbs. \$69-70; 1125-1150 lbs. \$68; mostly good 2-3 1000-1150 lbs. \$67-68; Holsteins \$66. Heifers good with end choice 2-3 890-950 lbs. \$65-66; mostly good 2-3 800-850 lbs. \$62.

**SAN ANGELO SLAUGHTER LAMBES** choice end prime 92-115 lbs. shorn 2-3 pelts \$55-57; 120-150 lbs. \$52-54; choice and prime 75-90 lbs. spring \$60-64; 90-100 lbs. \$44-66.70. Ewes good \$25-28; utility \$22-26; cull \$18-22. Feeder lambs choice and fancy 60-85 lbs. spring \$56-63; 70-85 lbs. \$57-60; 85-110 lbs. \$52-57. Sioux Falls feeder pigs US 1-2 20-30 lbs. \$29-35; 30-40 lbs. \$35-42; 40-50 lbs. \$40-45.50; 50-60 lbs. \$44-51; 60-80 lbs. \$49-57.50; 80-120 lbs. \$54-60.

## CENTRAL AUCTION ROUNDUP

(Report is as quoted by markets)

### AMARILLO LIVESTOCK AUCTION

Amarillo, Texas, April 26

13,440 head received: Feeder steers, md. frame 1 425-500 lbs. \$65-65.75; 500-575 lbs. \$74-74.74; 600-800 lbs. \$67.75-75.25; 800-700 lbs. \$65-65.50. Mid and large frame 1-2 500-600 lbs. \$66.50-63; 600-800 lbs. \$65.50-68. Feeder heifers, md. frame 1 475-500 lbs. \$64.50-64.75; 500-700 lbs. \$63.64-40; 700-800 lbs. \$61.75-64.40. Md. frame 1-2 400-500 lbs. \$60.25-63.25; 500-700 lbs. \$59.50-62.20. Slaughter cows, ut. 2-3 \$42-43.50; corner and cutter 1-2 \$36-41.50. Replacements, md. frame 1 650-725 lbs. \$64.65-60; 500-600 lbs. \$64.50-65.40; 600-700 lbs. \$64.50-65.40; 600-700 lbs. \$62.50-62.80. Slaughter cows,

## TORRINGTON LIVESTOCK COMM. CO.

Torrington, Wyo., April 15 & 17

8,720 head received: Feeder steers, choice 300-400 lbs. \$64-67; 400-500 lbs. \$60-64; 500-600 lbs. \$77-80; 600-700 lbs. \$70-77; Feeder heifers, choice 300-400 lbs. \$70-74; 400-500 lbs. \$65-70; 500-600 lbs. \$64-65; 600-700 lbs. \$63-65. Slaughter cows, ut. and comm. \$44-46; Slaughter bulls, YG 1554-50.

### TEXHOMA LIVESTOCK COMM. CO., INC.

Texhoma, Okla., April 14

6,352 head received: Feeder steers, choice 300-400 lbs. \$67.50-99.50; 400-500 lbs. \$79.50-86; 400-600 lbs. \$67.10; 600-700 lbs. \$67.10-68.10; Feeder heifers, choice 200-300 lbs. \$73.50-76; 300-400 lbs. \$67.75-75.25; 400-500 lbs. \$64.65-60; 500-600 lbs. \$64.50-65.40; 600-700 lbs. \$62.50-62.80. Slaughter cows,

## EMPORIA LIVESTOCK SALES CO., INC.

Emporia, Kan., April 17

5,286 head received: Feeder steers, choice 250-500 lbs. \$76-81; good \$70-74; common \$66-68. Good and choice 500-650 lbs. \$69-74; common \$64-67; 650-850 lbs. \$66-68; common \$60-62; 850-1100 lbs. \$61-60; common \$56-57. Feeder heifers, choice 250-450 lbs. \$65-70; good \$61-63; good \$57-59. Good and choice 500-650 lbs. \$63-68; common \$58-60; 850-1000 lbs. \$62-63; common \$55-57. Slaughter cows, heiferettes \$64-66; ut. \$46-48; corner and cutter \$36-42. Slaughter bulls, ut. \$52-56; corner and cutter \$42-46; 500-600 lbs. \$54-56; 600-700 lbs. \$53-54; 750 lbs. and heavier \$50-51. Replacements, stock cows \$50-56; pairs \$610-850; stocker bulls 500-700 lbs. \$60-62; 700-1000 lbs. \$56-58.

## PORT CITY STOCKYARDS

Seely, Texas, April 16

1,696 head received: Feeder steers, md. frame 1 250-300 lbs. \$59-56; 300-350 lbs. \$68-90; 350-400 lbs. \$83-86; 400-450 lbs. \$77-80; 450-500 lbs. \$71-77; Large frame 1 550-600 lbs. \$66-69.50; Small frame 1 350-450 lbs. \$71-78. Md. frame 2 300-400 lbs. \$79-85; 400-500 lbs. \$70-79; 500-550 lbs. \$68-69; Large frame 2 550-600 lbs. \$84-88; 650-700 lbs. \$50-54. Feeder heifers, md. frame 1 500-550 lbs. \$63-68; common \$58-60; 850-1000 lbs. \$62-63; common \$55-57. Slaughter cows, heiferettes \$64-66; ut. \$46-48; corner and cutter \$36-42. Slaughter bulls, ut. \$52-56; corner and cutter \$42-46; 500-600 lbs. \$54-56; 600-700 lbs. \$53-54; 750 lbs. and heavier \$50-51. Replacements, stock cows \$50-56; pairs \$610-850; stocker bulls 500-700 lbs. \$60-62; 700-1000 lbs. \$56-58.

## EL PASO LIVESTOCK AUCTION CO., INC.

El Paso, Texas, April 14

1,312 head received: Feeder steers, choice yearling 450-800 lbs. \$85-80; good to md. \$82.50-70. Calves, choice 250-400 lbs. \$80-65; crossbred \$80-85. Feeder heifers, yearling 450-800 lbs. \$80-68; good to md. \$56-62.50. Calves, choice 250-400 lbs. \$85-70; crossbred \$85-70. Slaughter cows, ut. and comm. \$42-50-48; standard heifers \$54-56; corner and cutter \$35-40. Slaughter bulls, \$54-62.50. Replacements, stocker bulls \$55-75; stocker cows \$40-52.50; pairs \$42-65.50.

—Compiled by VIRGINIA THOMSON

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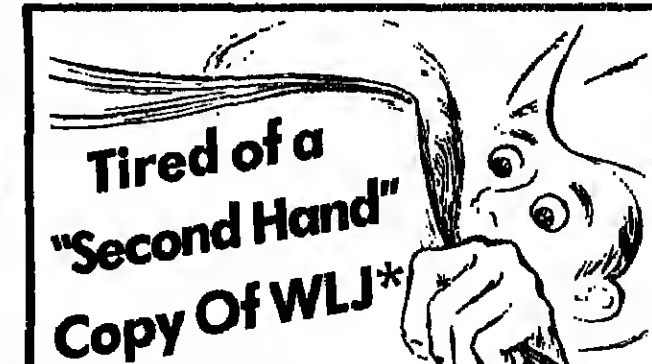
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## Western Livestock Journal

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**RETIRED, MARRIED** men for ranch work. Don't drink, smoke. Familiar all phases cattle or horse care. 503/663-2598.

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76	77	78	79	80	81	82	83	84	85	86	87	88	89	90
\$18.00	\$19.00	\$19.50				\$20.00				\$20.50				
91	92	93	94	95	96	97	98	99	100	101	102	103	104	105
\$20.00	\$21.00	\$21.50				\$22.00				\$22.50				
106	107	108	109	110	111	112	113	114	115	116	117	118	119	120
\$23.00	\$24.50	\$25.00				\$25.50				\$26.00				
121	122	123	124	125	126	127	128	129	130	131	132	133	134	135
\$26.00	\$27.00	\$27.50				\$28.00				\$28.50				

INTERMOUNTAIN Farms and Ranches 13

**SOUTHERN UTAH CATTLE OPERATION**  
Scenic, Wayne County, Utah 475 deeded acres, cultivated and irrigated with gravity flow wheel well sprinkler. Crops: alfalfa, barley and oats. Modern machinery to operate entire farm. Ranch in 100 head on 2,600 acres school lease options, BLM and Forest. Calves also weaned and fed, 100 lbs. in 23 acre feedlot with 700 head capacity. Approximately 500 head of mother cows producing a 95% calf crop and 20 excellent range huts. Well adapted to winter and summer. Range included in sale.  
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1,330 Acres irrigated. Snake River water. Potatoes, beans, grain and alfalfa. Watered with pivots and handlines. Borders Snake River. Excellent farm.  
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476 Southwest Idaho acres of which 190 acres irrigated at a 1980 cost of \$150,000 per acre. Balance of 285 acres dry grazing feedlot of 1,700 head capacity with 2,500 ton silage storage, 10 ton livestock scale, 80' x 60' shed and shop, 13,000 bushel grainery, two 3 bedroom homes. Loaded with investment credit. \$750,000. Excellent terms.  
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**NORTHWEST MONTANA COW RANCH**  
700 Acres deeded, year around creek, grazing permits, machinery available. \$660,000. Terms.  
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1,746 Acres improved deeded land with modern large brick home, barns, corals, tenant house. Acreage includes 200 plus acres choice irrigated meadow, located on 270 Highway. Additional 1,500 acres leased improved pasture available. Ranch is stocked, machinery and equipment are available. Excellent horse or prebred cattle location. Includes on an assumable loan of \$580,000 at 9 to 8.5%. Total operation may be assumed with low cash down.

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Suwanee, OK 74540  
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Acre cow outfit in southeast Missouri. Nice 3 bedroom, bath, brick home. Good yard and corals. Plenty of spring stock water. Fish and wildlife in place. A very pretty area. Assumable loan of \$500,000 at 11.99% interest. Call 417/835-4482 or write, Rt. 1, Box 310, Excelsior, MO 65047.

MISSOURI & KANSAS RANCHES

**10,000 ACRES**  
South Central Missouri  
One of the finest and largest ranches available in the mid west. Highly improved pasture, well watered, excellent improvements and easily accessible. \$2,500,000.  
Broker: John Harlow  
**4,100 ACRES**  
Northwest Missouri  
90% open, excellent working land. "No Fills" Access to canyon and improvements are very good. \$550,000.  
Broker: A.J. Oberzon  
**2,800 ACRES**  
Central Missouri  
Overlooks Missouri River, and flows Lucas soils, cow/calf operation with very good water, improvements, some corrals and 1,800,000.  
Broker: John Harlow  
**2,400 ACRES**  
East Central Kansas  
Highly improved ranch on edge of famous Flint Hills. The two pastures, farm land and improved pastures for well improved operation. \$1,850,000 with excellent terms.  
Broker: John Harlow  
Western Farm Companies  
6650 College Blvd.  
Overland Park, KS 66210  
PHONE: 913/648-3304

ARIZONA Farms and Ranches 13

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Farms & Ranches  
Agricultural Properties  
**HASTINGS & COMPANY**  
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Dave Hastings, Broker

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Have a pre-sale ranch inventory and analysis. Includes ownership breakdown, each acreage range in capacity, a map of all improvements, an estimated stocking rate, and a suggested management plan if desired. Yavapai Regional Consultants, 9945 E. Pinal, Phoenix, AZ 85012.

FARM FOR SALE WITH FEEDLOT

119 Acres irrigated ditch, 100 acres sprinkler, 138 acres range land. 4 irrigated wells. 4,500 head capacity and 3,000 cattle capacity. 1/2 mile all highway. Shearing shed, scale house, cement feed bunk, continual running water, slope for drainage. Windbreaks for livestock and farm land, quonset building. 3 bedroom home, 1980 taxes: \$878.32.  
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1,746 Acres improved deeded land with modern large brick home, barns, corals, tenant house. Acreage includes 200 plus acres choice irrigated meadow, located on 270 Highway. Additional 1,500 acres leased improved pasture available. Ranch is stocked, machinery and equipment are available. Excellent horse or prebred cattle location. Includes on an assumable loan of \$580,000 at 9 to 8.5%. Total operation may be assumed with low cash down.

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**FRANK McCLERNAN**  
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Hard to get good help these days?

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# Survey shows farmers' lung affects more than black lung

A recent health survey indicates that agricultural workers have a higher incidence of respiratory illness than any other occupation including coal miners, according to Del Sandfort of the Institute of Rural Environmental Health at Colorado State University.

"Nearly one-third of agricultural workers have respiratory problems," said Sandfort. However, Pete Knapp, an agricultural engineer at the University of Iowa Institute of Agricultural Medicine, estimates that more than half of all agriculture workers may be affected.

The causes vary, according to Sandfort; gases and vapor from chemicals and manure damage the lungs and can create permanent damage which impairs breathing. A condition

known as farmers' lung is attributed to exposure to grain dust and/or moldy feed products, contaminating the lungs with particles of grain, silica, mold, and other aerosols.

One of the problems is that many farmers don't know exactly what is bothering them.

Elmer Johannsen, a retired farmer from northwest Iowa, thinks his chronic asthmatic condition may be genetic, since his father and brother, both farmers, suffer from the same symptoms. Johannsen's second son, who took over the family farm, is now beginning to have breathing problems. Johannsen now spends his winters in Arizona where he can breathe more easily. His brother is in a hospital in Phoenix recovering from an acute asthma attack.

Johannsen's wife explained that her husband first started having difficulty breathing while working around the hogs, and that on dusty days, even the hogs would start coughing and some would get pneumonia. "First, we got rid of the hogs," she said. "Then the cattle, then Elmer got an air conditioned cab for his tractor so that he wouldn't be breathing the dust in the fields, and he rarely went into the grain storage bin."

Johannsen now has difficulty being around Kent, his oldest son who manages a hog confinement operation where hundreds of swine are raised under one roof. Workers in such areas are known to be especially prone to respiratory problems. Kent is not; but Johannsen cannot breathe in his son's house nor can he

be around his son when Kent is wearing work clothes. "His lungs begin to clog," says Johannsen's wife. "His bronchial tubes close and his heart pounds."

Dr. Kelly Donham of the University of Iowa College of Agricultural Medicine, recently surveyed 2,000 workers in hog confinement areas, and found that 73% of them had respiratory problems.

Respirators do not always stop the symptoms in the hog barns, according to Donham. But they are known to help in grain storage areas where there are no government regulations requiring ventilation.

The high rate of worker discomfort in the hog barns may draw attention to the larger problem of mold and dust in the lungs of agricultural workers,

according to Knapp. Margo Rosenkranz of the Workplace Health in Agriculture Program, stated, "Farmers' respiratory problems are often diagnosed as bronchitis. The doctor needs to know about grain dust and other respiratory hazards or the former's condition can just keep getting worse, possibly ending with emphysema."

Dr. Irving Cast, of the Nebraska Institute of Medicine is puzzled by the alleged lack of information about farmers' lung. "We've known about the condition for 400-500 years," said Cast. "Most grains can cause it, even peanut dust."

Rollins Schnieder, agricultural health and safety expert for the University of Nebraska, insists that there is a problem. "You'd be surprised at the lack of information in this area," says Schnieder. "It is hard to pinpoint it as farmers' lung. There are very few doctors in our area who specialize in respiratory problems."

"I've seen (x-rays) of farmer's lungs," said Schnieder. "The lungs are often coated and some even have mold spores growing in the lesions of the scar tissue." Schnieder is a former advisor to the Occupational Safety and Health Administration, and has been working with the National and Nebraska Lung Associations to alert farmers and doctors to the possibility that the high incidence of lung problems among farmers could be attributable to infection or allergy reactions caused by grain dust contaminants.

The success of New Zealand's lamb-exporting efforts is largely the result of extensive promotion, Graeme Lindsay, of the New Zealand Lamb Co., Inc., said recently in Wichita, Kan., reports CNS.

New Zealand spends about three cents a pound on advertising and promoting its lamb sold in the U.S. Lindsay told a National Lamb Marketing Symposium. New Zealand is the world's fourth-largest lamb producer but is the number one exporter.

The New Zealand advertising and promotion budget compares with 0.03 cent per lb. spent by the U.S. sheep industry, participants at the symposium said. The participants agreed U.S. lamb producers have been struggling with below-cost-of-production prices in recent months.

In New Zealand, the lamb business remains profitable, Lindsay said. U.S. lamb prices are not depressed because of New Zealand exports, Lindsay said, because New Zealand sales efforts are not directed against U.S. lamb but toward increased total lamb sales. He said there was still some unsatisfied consumer demand for lamb.

In most U.S. supermarkets, New Zealand lamb is priced lower than U.S. lamb, the participants said. Lindsay urged U.S. producers to increase promotion efforts, although he was doubtful that total per capita lamb consumption, which was less than two pounds per person last year, could be increased significantly. Had meat consumption is flat, he said, and

lamb prices will continue to follow other meat prices. Lindsay said that New Zealand has been turning down some lamb export demand from the Middle East in order to maintain exports to other established markets, such as the U.S.

The New Zealand Lamb Co., Inc. and its Canadian counterpart, the New Zealand and Lamb Co. Ltd., are the sole importers and sellers of New Zealand lamb in the U.S. and Canada, Lindsay said. About 10% of the lamb consumed in the U.S. is imported, mostly from New Zealand.

A major difference between the U.S. and New Zealand lamb sold here is that the imported lamb is frozen and boxed, Lindsay said. While more and more U.S. lamb is boxed, as with beef.

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ADVISOR - Dennis R. White, Ph.D., has recently been transferred within Elanco Products Co., the agricultural marketing division of Eli Lilly and Co. White has been named to the newly created position of technical services advisor for cattle products. He joined Elanco in December of 1979 as a marketing associate for cattle products.

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